

The "Man's Store."

Your attention, please, Mr. Man!

There are sales and sales of clothing all over the city, but we're selling the clothing because we have the best clothing and at honest prices—same price to every man—and a better value than you can find anywhere else. This is boastful, but we know it's the truth. For instance—

Compare our \$16.75 suits with those advertised elsewhere for more—you'll recognize at once that they're just as good.

Examine our Tuxedo suits at \$19.75 and see if you can match them elsewhere for \$25.00—all silk-trimmed fine quality vicuna-finished thibet.

Look at our \$28.75 custom-tailored suits—almost any merchant tailor would say they're worth \$45.

Hundreds and hundreds of overcoats at \$15 to \$40, with a saving of \$3 to \$8 on every garment—in every kind of stylish fabric, light and dark, in models to suit any man.

It's always a great pleasure to show you through the line—the merchandise will tell the story better than we can.

"Money's Worth or Money Back."

D. J. KAUFMAN,

The Man's Store. 1005-7 Pa. Ave.



The Place to Furnish Your Home

Whether you are refurnishing a few pieces or just starting housekeeping.

Manufacturers' New Selected Sample Furniture

For the Dining Room, Library, Parlor, Hall, Living Room, Bedroom.

Including Brass Beds, Piano, Seamless Wilton Rugs, Sheffield Plate, and numerous other handsome furnishings. Now on exhibition.

SALE BY AUCTION

WEDNESDAY, MORNING, NOV. 23, Commencing 11 o'clock. Seats Provided.

A deposit will receive any purchase for later removal. Nothing misrepresented. Visitors always welcome.

WILSON & MAYERS, Manufacturers' Auctioneers, 1227 and 1229 G St.

THE DEMAND FOR COKE IS JUSTIFIED

It is a fuel whose results are sure and gratifying. Makes a quick and good fire for cooking. Costs less than other fuel. We'll supply Coke at these prices:

25 Bushels Large Coke, delivered.....\$3.50
40 Bushels Large Coke, delivered.....\$5.70
25 Bushels Large Coke, delivered.....\$3.50
25 Bushels Crushed Coke, delivered.....\$3.00
40 Bushels Crushed Coke, delivered.....\$4.30

WASHINGTON GASLIGHT CO.

413 TENTH STREET NW.

D. R. STANSBURY

Furnaces, Ranges, Warm Air Heating and Ventilating.

Stove Repairs. Metal Roofing.

Roof Leak?

Call on a man who

has done it all.

Phone M. 120.

1304-5 New York Ave. NW.

The Famous

SHOOMAKER

PENN. RYE

Ten years old, \$1.25. Order by phone.

Also TENNESSEE, \$1.00 Bottle.

The Shoemaker Co.

1321 E Street N. W.

Established 1882. Phone Main 1188.

BRANDEIS ASSAILS FREIGHT INCREASE

Counsel for Shippers Offers Advice to Railroads.

NEEDSCIENTIFIC MANAGEMENT

At First of Hearings Granted Shippers by Interstate Commerce Commission Attorney Says Increase in Operating Expenses Can Be Met by New Methods in Railroad Shops.

"Scientific management" of railroads is the method advanced by Louis D. Brandeis, of Boston, representing shippers, for the carriers to meet increased expenses due to advanced wages and cost of material and for improvements, and not increase in freight rates, as proposed by the carriers.

The Interstate Commerce Commission yesterday began a series of hearings which will last a week, at which shippers will be given an opportunity to present their protests to the commission against the proposed advances. The commission has been taking testimony on the subject for three or four months, and about a month ago gave a hearing to about half a dozen railroad presidents, representing the large Eastern trunk lines. The present inquiry of the commission is into proposed increases by railroads in official classification territory—some 400 and more in number—and of increases by certain Western trunk lines. At yesterday's hearing, Glenn Brown, general counsel of the New York Central; General Counsel Brownell, of the Erie, and a dozen other prominent railroad attorneys were present, and upon behalf of the shippers, a score or more of attorneys and representatives. Francis E. James, of Cincinnati, seems to be the chief representative of the Western shippers and Mr. Brandeis of the Eastern protestants. Mr. Brandeis has had the center of the stage so far.

Mr. Brandeis put on the stand the officers of two model plants, and both in detail related to the commission the method of getting things done in a scientific manner. H. K. Hathaway, vice president of the Tabor Manufacturing Company, of Philadelphia, was one of the experts, and James Mapes Dodge, chairman of the board of directors of the Link-Belt Company, was the other. The first named company manufactures saws and molding machinery, and the other manufactures elevating and conveying machinery, and also installs machinery in machine shops.

System Cuts Expenses.

Under the system as practiced in his plant, Mr. Hathaway said, there had been a reduction in the cost of manufacture of 30 per cent, and the men were paid the wages which prevailed in other shops, and in addition were allowed to make up to 25 per cent as a bonus.

Cross-examination by Chairman Knapp elicited the fact that Mr. Hathaway conducted an open shop, but there were union men employed in it, although but a small percentage. Mr. Hathaway declined to express an opinion as to whether "functional management" could be applied to shops conducted by railroads.

Mr. Dodge, the other expert on the stand yesterday, said that his company is doing a business of something like \$4,500,000 a year and employs from 1,500 to 3,000 men in shops, as well as 400 or 500 in construction work outside the shops. He explained in detail the introduction of scientific methods in shop management, which, he said, had been begun by his company in their Philadelphia shops in 1904, and was then introduced in their Chicago shops.

In opening his statement to the shippers, Mr. Brandeis said that the contentions of the railroads were, substantially, that a greater net income is necessary in order that present dividends may be maintained or increased; that certain additions and improvements are necessary; that the need of greater income arises from the fact that the ratio of operating expenses to gross operating revenues has risen, mainly by reason of recent advances in wages.

Mr. Brandeis said the shippers took issue with the carriers. "Even if the railroads do need additional net income," said he, "it should be secured through greater efficiency and economy of operation instead of resorting to the dangerous expedient of raising freight rates."

Raps McGee's Statement.

Mr. Brandeis referred to statements made by President McGee, of the Pennsylvania, and President Willard, of the Baltimore and Ohio Railroad, as "declarations of despair, involving a vicious circle of ever-increasing freight rates and ever-increasing cost of living."

Continuing, Mr. Brandeis said:

"As an alternative to the practice of combining to raise rates, and hence to increase prices, we offer co-operation to reduce costs, and hence to lower prices. This can be done through the introduction of scientific management, resulting in greater efficiency and greater economy in operation. In so saying, we offer a constructive policy of management, not personal criticism of those to whom the management of railroads is intrusted. This greater efficiency in operation which will follow the introduction into railroads of scientific management must result in economies which will far more than compensate for all recent or expected increases in wages and other expenses."

Mr. James, who made a brief statement preceding Mr. Brandeis, wants the commission to summon C. C. McCall, chairman of the trunk line committee; Silas Thompson, a railroad statistician, and Elbert Hubbard to testify concerning the preparation and circulation by them of pamphlets the effect of which has been to create false impressions as to the situation of American carriers. The commission took the request under advisement.

WED TWICE IN ONE HOUR.

One Ceremony Not Enough for Italian and His Bride.

To make sure that their matrimonial knot was tied securely, Miss Lulu May Neuber, of Washington, and Guido de Nuccio, of Naples, Italy, were not content with one ceremony yesterday, but an hour after Rev. C. E. Fultz had made them man and wife, went to Justice Job Barnard, of the District Supreme Court, who married them all over again.

It leaked out that a civil marriage is required in Italy, and as the couple will leave for Naples next month, it was necessary for them to be married according to the Italian laws. Miss Neuber is the daughter of Mrs. Arthur J. Picotte, of 13 Seaton place northwest, and is well known in Washington musical circles. Mr. de Nuccio is the son of Col. Giovanni Battista de Nuccio, of the Italian army, and is a graduate of the University of Naples.

Largest Morning Circulation.

We're doing an immense business from our Overcoat Sale

Every one who comes, BUYS—because they find just the values we advertise at 30c to 40c on the dollar. The bargains are not exaggerated! There are still thousands of dollars' worth of our great purchase left, and our sale will continue so long as we can offer you a reasonable selection.

Buy while these prices last!

| MEN'S OVERCOATS | YOUTHS' OVERCOATS 14 to 20 Years | CHILDREN'S OVERCOATS 4 to 16 Years |
|--|---|---|
| Usual Price \$10.00 Sale Price \$5.00 | Usual Price \$8.00 Sale Price \$4.00 | Usual Price \$3.50 Sale Price \$1.75 |
| 14.00 Sale Price 6.75 | 10.50 Sale Price 5.50 | 4.00 Sale Price 2.00 |
| 18.00 Sale Price 8.75 | 14.00 Sale Price 7.50 | 4.50 Sale Price 2.75 |
| 22.50 Sale Price 10.50 | 15.00 Sale Price 8.75 | 6.75 Sale Price 3.50 |
| 27.50 Sale Price 12.50 | 18.00 Sale Price 10.00 | 8.00 Sale Price 4.50 |
| 30.00 Sale Price 15.50 | 20.00 Sale Price 12.00 | 9.00 Sale Price 5.00 |
| 35.00 Sale Price 19.50 | 21.50 Sale Price 13.50 | 10.00 Sale Price 5.50 |

| SPECIAL | Children's Knickerbocker Suits, ages 6 to 17, with extra pair of pants..... | Usual Price \$5.00 | Sale Price \$1.95 |
|---------|---|-----------------------|----------------------|
|---------|---|-----------------------|----------------------|

| SPECIAL | Men's Black Silk Lined Suits, Thibets, Chevots and Clay Worsteds, \$25 values..... | Sale Price \$12.50 |
|---------|--|-----------------------|
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| SPECIAL | A Line of Men's Overcoats in Black Thibet, silk lined, hand tailored; regular \$22.50 value throughout..... | Sale Price \$10.00 |
|---------|---|-----------------------|
|---------|---|-----------------------|

FRIEDLANDER BROS

Ninth and E Streets, N. W.

ABE MARTIN SAYS:



No matter where they are, just one bottle of red pop an most fellows want t' hug their girls. Ev'ry day ushers in some new kind of a grafter.

INSURGENT ON SCHOOL BOARD.

Henry P. Blair the Man, Asserts President V. V. Cox.

Characterizing Henry P. Blair as the insurgent member of the board, V. V. Cox, president of the board of education, took issue with his recent statements, which held that Washington schools are inefficient and think of nothing but hygiene. Mr. Cox says the standard of efficiency among Washington school-teachers averages higher than that of any other large American city.

Mr. Cox made a strong plea for a retirement fund for old or disabled teachers. It is true, he said, that there are inefficient teachers who would profit by it, but investigation would show that their inefficiency is the result of working too long. He thinks that such teachers should have been pensioned long ago, and not be blamed now for things beyond their control.

Brokers to Be Tried Here.

The United States Circuit Court yesterday sustained the action of Commissioner Shields, of New York, in holding Louis A. Cella, Angelo Cella, and Samuel W. Adler for removal to this city for trial on an indictment for conspiring to run a bucket-shop in the Capital.

LOCAL MENTION.

EXCURSIONS TO-DAY.

Norfolk and Washington Steamboat Company's steamer from foot of Seventh street for Old Point Comfort and Norfolk daily at 6:45 p. m. Steamer Charles Macalester for Mount Vernon leaves Seventh street wharf at 9 a. m. and 1:30 p. m.

Cars from Fifteenth street and New York avenue every quarter hour for Zoo Park, Cherry Chase, and Arlington.

Washington, Baltimore and Annapolis Electric Railway operates sixty-three lighted trains each day between Washington and Baltimore, leaving Eleventh and New York ave. on the hour and half hour. Also, hourly trains to Colonial Annapolis and the great United States Naval Academy.

To Complete Your Thanksgiving Feast You'll need Jno. G. Meinberg's Bread. Crisp, wholesome, appetizing. Any grocer.

Sea Foods, Steaks, Chops, Salads, etc. Phila. Oyster & Chop House, 513 11th nw.

The Whitney Cider and Vinegar Co. Fresh made cider daily. Delivered to all sections of the city. Established 1876. Phone Main 2763. 471 Pa. ave. nw.

Royal Hungarian Orchestra, of Newport and New York, now at Entree's Winter Garden, 11th and N. Y. ave.

Furniture of All Kinds. Made as good as new. Refinishing, upholstery, cabinet work, our specialty. Boston Wood Finishing Co., 723 13th st. nw. Phone Main 7054.

EDUCATORS URGE SOCIAL TRAINING

Say Scope of School Work Should Be Widened.

"The schools of Washington should be more than reading, writing, and arithmetic to the children of this city. There should be certain social obligations attached to the schools," said Frederick L. Siddons, before the Monday Evening Club at the Y. M. C. A. last night. "By social obligations I do not mean anything that tends toward frills or gayeties," he added, "but to prepare the children for after years, when those three elements do not constitute all there is in life."

Prominent educators were at the meeting, the attendance being the largest in the history of the club. Supt. A. T. Stuart, of the public schools of Washington, approved the movement, and in a short speech told of the work of the board of education. Miss Edith C. Westcott, principal of Western High School, also made a short address.

Mrs. Ellen Spencer Mussey spoke of the duties of the parents. Most of them, she said, thought their duty done when they sent their children to school. The rest of the work they left to the teachers.

Miss Ella Given, principal of the Chevy Chase School; W. D. Mackenzie, Edward H. Bowie, and Bernard T. Janney, supervising principal of the District schools, made brief talks.

The club is unanimous in endorsing the movement to form a club of the parents of the school children, and by suggestions from teachers and parents make the work of the teachers of the schools of the city more effective. It was also voted to continue the fight on the loan sharks.

TAFT PARTY MEETS STORM.

President Is Good Sailor, However, and Enjoys Himself.

On board the U. S. S. Montana, via Charleston and Norfolk, Nov. 21—The Presidential squadron, the armored cruiser Tennessee and Montana, ran into the first bad weather it has experienced since it started from Panama last Sunday. The two cruisers ran into the tail end of a norwester that howled around them for forty miles or more.

Both vessels battled against the northerly gale and the heavy wing and sea with engines slowed down to 15 knots. The storm was encountered off the coast of Florida.

All through the rough weather President Taft enjoyed himself immensely. He is known as a "good sailor," and the blow did not bother him at all. Every one in the Presidential party is well. The prospects are bright for good weather off Hatteras. It is expected that the cruisers will reach Norfolk about noon Tuesday.

Prisoners' Aid Meeting Postponed. The meeting of the Prisoners' Aid Department, called for Wednesday evening, November 23, has been postponed to Thursday, December 1, at 8 p. m., at the bishop's house, 1467 Massachusetts avenue.

The Dewey Hotel, 14th & I Sts. N.W., is now open for the season. Special weekly and monthly rates. Call and look at rooms. M. O. & W. W. Brown.

D. J. Kaufman to Build Home. D. J. Kaufman has bought five acres of land in Coleman Park, between Connecticut avenue and Rock Creek Park, lying north of the Zoological Gardens and opposite Cleveland Park. He will erect thereon a home.

Finishing Up Sugar Case. United States District Attorney Wise, of New York, who is in Washington preparing the government's bill in equity looking to the dissolution of the sugar trust, said at the Department of Justice yesterday that papers should be ready by Wednesday or at the latest by Friday.

Read These Prices and Find in Them Our Thanksgiving Greeting

We have kept the prices down so that a good Thanksgiving dinner may be had by all.

| | |
|---|-----------------------|
| "STAR OF THE EAST" BRAND OF FLOUR; \$5.50 per bbl.; 20c | 6-lb. trial sack..... |
| "OLD TIME" BRAND FAMILY FLOUR; \$5.25 per bbl.; 6-lb. trial sack..... | 18c |
| "STAR OF THE EAST" BRAND BAKING POWDER, in 1-lb. cans..... | 19c |
| MARTHY WIGGINS BRAND TOMATO CAT-SUP (most excellent). Large bottle..... | 50c |
| CHOICE HEAD RICE; 4 lbs. for..... | 25c |
| CHOICE POTATOES, per peck..... | 15c |
| CHOICE ONIONS, per lb..... | 2c |
| HONEY DROP BRAND SUGAR CORN (fancy Maine). Per can..... | 12c |
| MONOCACY BRAND SUGAR CORN (Maryland). Per can..... | 8c |
| NANTICOKE BRAND TOMATOES. Per can..... | 8c |
| SOUTHERN LEADER BRAND TOMATOES. Per can..... | 7c |
| LARGE CANS ASPARAGUS. Per can..... | 20c |
| "REGINA" BRAND LEMON CLING PEACHES. Per can..... | 12c |
| JACKSON BRAND YELLOW PEACHES. Per can..... | 10c |
| CALIFORNIA (BELLFLOWER) APPLES. Per pound..... | 5c |
| SAFETY MATCHES; 3 doz. boxes for..... | 10c |
| IRISH MACKEREL (fat); 3 for..... | 10c |

J. T. D. PYLES'

412 4th St. S. E. 1714 14th St. N. W. 1428 P St. N. W. 214 H St. N. W. 6th and H Sts. N. W. N. J. Ave. and H St. N. W. 11 7th St. N. E. 652 Park Road N. W. 1405 Park Road N. W.

Better Order Your Coal Now

OF J. Maury Dove Company, Inc.

Wholesale COAL Retail

Don't Wait Until Winter Actually Arrives

Our Profession: We examine the eyes for every known optical defect. We prescribe lenses to give relief. Our 20 years' experience and practice in Washington enable us to guarantee satisfaction. This means something.

Guarantee: Our prices, including examination, are moderate.

Price: Gold Frames and Lenses.....\$5.00 and up Nickel Frames and Lenses.....\$2.00 and up According to grade of lenses.

FEAST OPTICAL CO., 1213 F St. N. W.